



2017 - 2018

# **SPONSORSHIP OPPORTUNITIES**

# ABOUT THE BC WATER & WASTE ASSOCIATION

The BC Water & Waste Association (BCWWA) represents water professionals across the province who are responsible for ensuring safe, sustainable and secure water, sewer and stormwater systems in BC and the Yukon. Our members include water and wastewater facility operators, utility managers, engineers, consultants, technicians and technologists, government policy and regulatory staff, backflow assembly testers and cross connection control specialists, researchers, and suppliers.

## INCREASE YOUR BRAND AWARENESS:

- Connect with water professionals from across BC and the Yukon
- Elevate your company profile and generate leads in your target market
- Support the work of the BCwwa in safeguarding public health and the environment

## WHO WE ARE


 **3,970**  
TOTAL MEMBERS


 **671**  
INDIVIDUAL  
MEMBERS

 **27**  
STUDENT  
MEMBERS

 **647**  
OPERATOR  
MEMBERS

 **2,038**  
CROSS CONNECTION  
CONTROL MEMBERS

 **439**  
AWWA AFFILIATED  
MEMBERS

 **647**  
WEF AFFILIATED  
MEMBERS

# 2018 ANNUAL CONFERENCE AND TRADE SHOW

Sponsor the 2018 BCWWA Annual Conference and Trade Show, the premier water and wastewater event in BC. The program boasts over 70 presentations, multiple panel sessions and tours, and features one of the largest trade shows of its kind in western Canada.

## ABOUT THE 2017 ANNUAL CONFERENCE & TRADE SHOW

**1,306** PEOPLE ATTENDED

**174** EXHIBITING ORGANIZATIONS



**89%**  
EXHIBITOR SATISFACTION



**96%**  
DELEGATE SATISFACTION



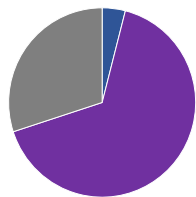
**93%**  
DELEGATES INDICATED THE CONFERENCE INCREASED THEIR KNOWLEDGE



**97%**  
DELEGATES ARE WILLING TO RECOMMEND THE CONFERENCE TO OTHERS

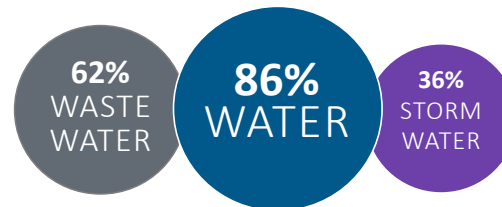
## WHO ATTENDS THE 2017 ANNUAL CONFERENCE & TRADE SHOW

### EXPERIENCE

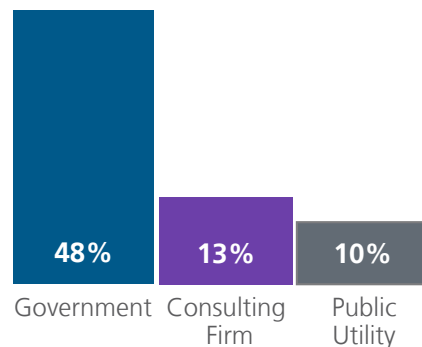


- 0 - 10 years (66%)
- 11 - 35 years (30%)
- 35+ years (4%)

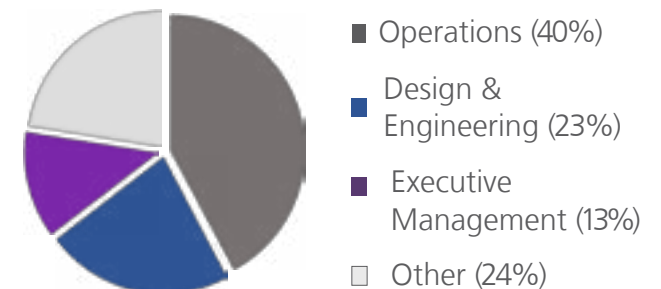
### WHAT AREA THEY WORK IN



### WHO THEY WORK FOR



### TOP 3 JOB FUNCTIONS



# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$5,000 LEVEL SPONSORSHIPS INCLUDE:

- An 8ft x 10ft booth space + priority selection
- Two exhibitor passes to the Monday conference sessions
- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area(s)
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org
- Two tickets to the Presidents' reception

SOLD OUT

### LANYARDS

**Price:** \$5,000

**Number available:** 0 **Sold:** 1

**Unique benefit:**

- Logo (1 colour) and/or company name on lanyards.

SOLD OUT

### POCKET PROGRAM

**Price:** \$5,000

**Number available:** 0 **Sold:** 1

**Unique benefits:**

- Logo (1 colour) on the front cover; and
- Full-page advertisement on the back cover of the conference pocket program.

SOLD OUT

### OPENING KEYNOTE

**Price:** \$5,000

**Number available:** 0 **Sold:** 1

**Unique benefits:**

- Two-minute welcoming remarks;
- Acknowledgement in event remarks;
- Company materials at the session (designed & printed by sponsor, pre-approved by the BCWWA); and
- Signage in sponsored area(s).

SOLD OUT

### PENS

**Price:** \$5,000

**Number available:** 0 **Sold:** 1

**Unique benefit:**

- Logo (1 colour) and/or company name on pens.

# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$5,000 LEVEL SPONSORSHIPS INCLUDE:

- An 8ft x 10ft booth space + priority selection
- Two exhibitor passes to the Monday conference sessions
- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area(s)
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org
- Two tickets to the Presidents' reception

SOLD OUT

### HOTEL KEY CARDS

Price: \$5,000

Number available: 0 Sold: 1

#### Unique benefit:

- Logo (1 colour) and/or company name on the front side of the key cards.

SOLD OUT

### WRAP RECEPTION

Price: \$5,000

Number available: 0 Sold: 1

#### Unique benefits:

- Two minute welcoming remarks; and
- Logo (1 colour) and/or company name on reception beverage tickets.

SOLD OUT

### TRADE SHOW APPY HOUR & LUNCH

Price: \$5,000

Number available: 0 Sold: 4

#### Unique benefits:

- Logo on service items; and
- Signage in service areas.

### SHUTTLE BUS

Price: \$5,000

Number available: 1 Sold: 0

#### Unique benefits:

- Logo on outside of shuttle buses; and
- Signage at shuttle bus pick-up/drop-off location(s).

# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$3,500 LEVEL SPONSORSHIPS INCLUDE:

- An 8ft x 10ft booth space + priority selection
- Two exhibitor passes to the Monday conference sessions
- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area(s)
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org
- Two tickets to the Presidents' reception

**SOLD OUT**

### AWARDS LUNCH

**Price:** \$3,500

**Number available:** 0 **Sold:** 2

#### Unique benefits:

- Acknowledgement in event remarks;
- Signage in sponsored area(s).
- Company materials at awards lunch (designed & printed by sponsor, pre-approved by the BCWWA); and
- Logo on tent cards at each table.

**SOLD OUT**

### BREAKFAST

**Price:** \$3,500

**Number available:** 0 **Sold:** 2

#### Unique benefits:

- Logo on service items; and
- Signage in service areas.

**SOLD OUT**

### REGISTRATION

**Price:** \$3,500

**Number available:** 0 **Sold:** 2

#### Unique benefits:

- Your company materials and logo are included in the registration package delivered to delegates arriving on Friday and Saturday and staying in the conference hotel (up to 150 delegates); and
- Signage in sponsored area(s).

**SOLD OUT**

### COFFEE BREAKS

**Price:** \$3,500

**Number available:** 0 **Sold:** 4

#### Unique benefits:

- Logo on service items; and
- Signage in service areas.

# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$3,500 LEVEL SPONSORSHIPS INCLUDE:

- An 8ft x 10ft booth space + priority selection
- Two exhibitor passes to the Monday conference sessions
- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area(s)
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org
- Two tickets to the Presidents' reception



### TRADE SHOW STAGE

**Price:** \$3,500

**Number available:** 0 **Sold:** 1

#### Unique benefits:

- Two minute welcoming remarks; and
- A priority spot in the Technology Showcase (pending approval by technical content committee).

### YOUNG PROFESSIONAL RECEPTION

**Price:** \$3,500

**Number available:** 1 **Sold:** 0

#### Unique benefits:

- Two minute welcoming remarks; and
- One complimentary job posting on the BCWWA website (for 1 month).

### EDUCATION SESSIONS

**Price:** \$3,500

**Number available:** 1 **Sold:** 3

#### Unique benefits:

- Signage in a conference education area; and
- Prominent placement of your company materials in conference education area.

# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$1,500 LEVEL SPONSORSHIPS INCLUDE:

- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area(s)
- One ticket to Presidents' Reception
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org

### TECHNICAL TOURS BUS

**Price:** \$1,500

**Number available:** 1 **Sold:** 0

#### Unique benefits:

- Logo on outside of buses; and
- Signage at bus pick-up/drop-off location(s).

### POST CONFERENCE SEMINAR(S)

**Price:** \$1,500

**Number available:** 1 **Sold:** 0

#### Unique benefits:

- Signage in a post conference seminar area; and
- Brochure display space within session(s).



### OPERATOR EDUCATION SESSION

**Price:** \$1,500

**Number available:** 0 **Sold:** 1

#### Unique benefits:

- Two minute welcoming remarks;
- Brochure display space within the session(s); and
- Signage in sponsored area(s).



# 2018 ANNUAL CONFERENCE AND TRADE SHOW OPPORTUNITIES

May 13 - 15, 2018 | Penticton, BC

APPLICATION TO SPONSOR OPENS OCTOBER 3, 2017 AT 10AM PST.

## ALL \$1,000 LEVEL SPONSORSHIPS INCLUDE:

- Brochure space in the Resource Zone
- 'Thank you to our sponsors' signage at the venue(s)
- LCD Ad in a prominent area
- Logo on conference materials
- Sponsor ribbon for company reps
- Logo on bcwwa.org

### CCC SESSION

Price: \$1,000

Number available: 1 Sold: 0

#### Unique benefits:

- Signage in sponsored area(s);
- Two minute welcoming remarks; and
- Brochure display space within the session.

**SOLD OUT**

### SMALL WATER SYSTEMS SESSION

Price: \$1,000

Number available: 0 Sold: 1

#### Unique benefits:

- Signage in sponsored area(s);
- Two minute welcoming remarks; and
- Brochure display space within the session.

**SOLD OUT**

### SMALL WATER SYSTEMS RECEPTION

Price: \$1,000

Number available: 0 Sold: 1

#### Unique benefits:

- Signage in reception area; and
- Acknowledgement in reception welcoming remarks.

**SOLD OUT**

### OPERATOR RECEPTION

Price: \$1,000

Number available: 0 Sold: 1

#### Unique benefits:

- Signage in reception area; and
- Acknowledgement in reception welcoming remarks.

# 2018 BCWWA STUDENT DESIGN COMPETITION OPPORTUNITY

**Sponsorship opportunities for the 2018 competition close on November 30, 2017. Please contact Janette Blahova at [sponsorship@bcwwa.org](mailto:sponsorship@bcwwa.org).**

The BCWWA annual Student Design Competition (SDC) brings together student teams to develop and present a conceptual design based on a challenge identified by a community in BC. The competition gives students an experience similar to that of a consultant as they tackle real-life industry issues. Your sponsorship will help provide mentorship and professional development experience to approximately 40 post-secondary students. Sponsorship also supports the volunteers involved as well as students during the competition, including sending the winning team to compete in the SDC at the Water Environment Federation's Annual Technical Exhibition and Conference (WEFTC).

## ALL SPONSORSHIP LEVELS INCLUDE:

- Logo in the SDC advertisement in the BCWWA 2017 Winter Watermark magazine. Watermark is BCWWA's quarterly magazine, delivered to over 4,000 members and industry professionals
- Logo in the SDC winner announcement in the BCWWA 2018 Spring Watermark magazine
- Logo on the BCWWA SDC website page from November 2017 - May 2018
- Logo in the SDC presentation at the Young Professionals Reception and Awards Lunch at the BCWWA Conference & Trade Show in May 2018
- Logo in the BCWWA student design team presentation at WEFTEC in 2018

### GOLD SPONSOR

**Price:** \$5,000

**Number available:** 2 **Sold:** 0

#### Unique benefits:

- A half page advertisement in BCWWA 2018 Spring Watermark Magazine, acknowledging the relationship with your organization and the BCWWA SDC;
- Two name mentions on social media (Twitter, LinkedIn, Facebook) when promoting the Student Design Competition (November 2017 – May 2018);
- Company signage and materials displayed at the SDC BCWWA presentations;
- Provided with the resumes of all student competitors; and
- One position as an Advisor to a student team or as a Judge in the competition.

### SILVER SPONSOR

**Price:** \$3,000

**Number available:** 3 **Sold:** 0

#### Unique benefits:

- Company signage and materials displayed at the SDC BCWWA presentations; and
- One position as an Advisor to a student team or as a Judge in the competition.

### BRONZE SPONSOR

**Price:** \$1,000

**Number available:** 5 **Sold:** 0

# 2017 EVENT SPONSORSHIP OPPORTUNITIES

## YUKON WATER & WASTEWATER CONFERENCE & TRADE SHOW

November 2 - 3, 2017 | Kwanlin Dun Cultural Centre, Whitehorse YT

BCWWA is back in the Yukon to host this two-day event with a distinctly northern focus. Key topics include operational challenges for remote systems, innovative strategies to improve First Nation's water security, and waste management planning and infrastructure.

**Who you'll connect with:** Water and wastewater practitioners and management; operators; government staff; suppliers and manufacturers; consultants.

### ALL SPONSORSHIP LEVELS INCLUDE:

- One 6ft table
- Logo on bcwwa.org
- Event signage in sponsored area

SOLD OUT

#### EVENT SPONSORSHIP

Price: \$1,000

Number available: 0 Sold: 1

##### Unique benefits:

- Two-minute welcoming remarks opportunity at the beginning of the event;
- Two exhibitor passes to trade show;
- One exhibitor upgrade pass to education sessions;
- Logo on event marketing materials.

SOLD OUT

#### RECEPTION

Price: \$750

Number available: 0 Sold: 1

##### Unique benefits:

- Two minute welcoming remarks opportunity at the reception; and
- One exhibitor pass to the trade show.

SOLD OUT

#### LUNCH DAY 1

Price: \$500

Number available: 0 Sold: 1

##### Unique benefit:

- One exhibitor pass to the trade show.

SOLD OUT

#### LUNCH DAY 2

Price: \$500

Number available: 0 Sold: 1

##### Unique benefit:

- One exhibitor pass to the trade show.

# 2017 EVENT SPONSORSHIP OPPORTUNITIES

## SCADA & IT CONFERENCE AND TRADE SHOW

November 21 - 22, 2017 | Radisson Hotel, Richmond, BC

This popular bi-annual conference is back with the theme, "SCADA Systems, what's next?" The educational program will include presentations on the basics of leveraging your SCADA system, available technologies used today and into the future, and security and productivity tools associated with SCADA systems. Keynote presenter, technical evangelist Peter Bentley, will be speaking on technology and water management.

**Who you'll connect with:** Large and small water systems; engineering management; operations management; operators; technicians and technologists responsible for Utilities SCADA, IT, plant automation, plant operations/maintenance, system integration; manufacturers and suppliers; consultants.

### ALL SPONSORSHIP LEVELS INCLUDE:

- One 6ft table
- Logo on bcwwa.org
- Event signage in sponsored area

SOLD OUT

#### EVENT SPONSORSHIP

**Price:** \$1,500

**Number available:** 0 **Sold:** 1

##### Unique benefits:

- Two-minute welcoming remarks opportunity at the beginning of the event;
- Two exhibitor passes to trade show and day 1 education sessions;
- One exhibitor upgrade pass to education sessions on day 2;
- Logo on event marketing materials; and
- Logo in Watermark.

SOLD OUT

#### RECEPTION

**Price:** \$1,000

**Number available:** 1 **Sold:** 0

##### Unique benefits:

- Two minute welcoming remarks opportunity at the reception; and
- One exhibitor pass to the trade show and day 1 education sessions.

SOLD OUT

#### LUNCH DAY 1

**Price:** \$750

**Number available:** 0 **Sold:** 1

##### Unique benefits:

- One exhibitor pass to the trade show and day 1 education sessions.

SOLD OUT

#### LUNCH DAY 2

**Price:** \$750

**Number available:** 0 **Sold:** 1

##### Unique benefits:

- One exhibitor pass to the trade show and day 1 education sessions.

# 2017 EVENT SPONSORSHIP OPPORTUNITIES

## OPERATOR CONTINUING EDUCATION DAY & TRADE SHOW

**December 12, 2017 | Anvil Centre, New Westminster, BC**

This event is designed to provide current, relevant and interesting continuing education to operators to help fulfill their CEU requirements. The day will consist of four specialized education streams, a tradeshow lunch and a reception

**Who you'll connect with:** Water and wastewater operators and operations management.

### ALL SPONSORSHIP LEVELS INCLUDE:

- One 6ft table
- Logo on bcwwa.org
- Event signage in sponsored area

#### EVENT SPONSORSHIP

**Price:** \$1,000

**Number available:** 1 **Sold:** 0

##### Unique benefits:

- Two-minute welcoming remarks opportunity at the beginning of the event;
- Two exhibitor passes to trade show and education sessions;
- Logo on event marketing materials; and
- Logo in Watermark.

#### LUNCH DAY 1

**Price:** \$650

**Number available:** 1 **Sold:** 0

##### Unique benefits:

- One exhibitor pass to the trade show and education sessions.

#### RECEPTION

**Price:** \$850

**Number available:** 1 **Sold:** 0

##### Unique benefits:

- Two minute welcoming remarks opportunity at the reception; and
- One exhibitor pass to the trade show and education sessions.



620-1090 W. Pender St.  
Vancouver, BC V6E 2N7  
604.433.4389 | [bcwwa.org/conference-sponsor](http://bcwwa.org/conference-sponsor)

## INTERESTED IN OTHER WAYS TO INCREASE YOUR BRAND PRESENCE IN THE WATER AND WASTEWATER INDUSTRY?

We update our events schedule throughout the year and have some exciting activities planned for 2018. Visit [www.bcwwa.org](http://www.bcwwa.org) for more information or contact us at [sponsorship@bcwwa.org](mailto:sponsorship@bcwwa.org) to find the sponsorship opportunity that's right for you.